

## Message Text

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14

ACTION SIG-02

INFO OCT-01 EA-09 ISO-00 EB-07 COME-00 SSO-00 (ISO) W

----- 018729

O R 270835Z AUG 76

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC IMMEDIATE 6436

AMEMBASSY SINGAPORE PRIORITY

INFO AMEMBASSY SEOUL

AMEMBASSY TOKYO

AMCONSUL HONG KONG

UNCLAS JAKARTA 11274

EO 11652 NA

TAGS: ASIG

SUBJECT: STATE-COMMERCE EVALUATION OF COMMERCIAL FUNCTIONS

REF: (A) STATE 194260, (B) STATE 206987, (C) STATE 212163

SUMMARY: POST SUBMITS PROPOSED ARRANGEMENTS AND SCHEDULE FOR TEAM VISIT. END SUMMARY.

1. EMBASSY BELIEVES OBJECTIVES OF REFTELS CAN BEST BE MET BY TEAM MEETINGS WITH GROUPS OF APPROXIMATELY FIFTEEN BUSINESSMEN EACH, SELECTED FROM SPECIFIC BUSINESS CATEGORIES. WE PROPOSE THAT THESE GROUP MEETINGS BE ORGANIZED IN INFORMAL SOCIAL FUNCTIONS, OVER LUNCHEES AND DINNERS SCHEDULED SEPTEMBER 7 AND 8 AT EMBOFF RESIDENCES. FOUR MAJOR GROUPS WOULD BE: (A) U.S. BANKERS; (B) U.S. ENGINEERING/CONSULTING FIRMS; (C) U.S. TRADING COMPANIES/SALES REPRESENTATIVES; AND (D) INDONESIAN TRADING COMPANIES/AGENTS OF U.S. FIRMS. IN ADDITION, WE BELIEVE AMCHAM INDONESIAN BOARD WOULD BE INTERESTED IN HOSTING BREAKFAST FUNCTION WITHIN SEPTEMBER 7 OR 8, THUS FACILITATING TEAM CONTACT WITH BROADER MIX OF U.S. INVESTOR/RESIDENT FIRMS IN INDONESIA.

2. BETWEEN SCHEDULED MEAL FUNCTIONS WITH BUSINESS COMMUNITY, APPROXIMATELY TWO HOURS OF MEETINGS WITH MISSION STAFF CAN BE SCHEDULED EACH MORNING AND AFTERNOON. THUS, WE SEE UNCLASSIFIED

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NO RPT NO NEED FOR TEAM DROP DEN PASAR WEEKEND TRIP (AS

SUGGESTED REF A), AND ARE CONFIDENT TEAM CAN OBTAIN GOOD SAMPLING OF VIEWS ON SUBJECTS RAISED REFTELS. IF CONCEPT OF GROUP BUSINESS COMMUNITY MEETINGS AND TENTATIVE SCHEDULE OUTLINED BELOW ACCEPTABLE TO TEAM, PLEASE ADVISE ASAP SO THAT WE MAY COMMENCE ARRANGEMENTS.

3. SINCE MUCH OF E/CM COMMERCIAL SERVICES TIME IS DEVOTED TO U.S. BUSINESS VISITORS FROM OUTSIDE INDONESIA, WE BELIEVE THAT TEAM'S CONTACTS WITH U.S. BUSINESSMEN RESIDENT IN SINGAPORE WHO FREQUENTLY VISIT INDONESIA WILL PROVIDE CRITICAL INPUT FROM PRIMARY END USERS OF OUR SERVICES. WE HOPE, THEREFORE, THAT EMBASSY SINGAPORE PLANS INCLUDE IN THIER SCHEDULE TEAM MEETINGS WITH REGIONAL REPS OF U.S. FIRMS WHO TRAVEL SOUTHEAST ASIA CIRCUIT AND CAN KNOWLEDGEABLY RESPOND TO QUESTIONS RE THEIR EXPERIENCE AS OUTSIDE VISITORS USING COMMERCIAL SERVICES PROVIDED BY SEVERAL SOUTHEAST ASIAN POSTS. IN PARTICULAR, WE WOULD SUGGEST THAT FOLLOWING SINGAPORE-BASED FIRMS/REGIONAL REPS HAVE MADE EFFECTIVE USE OF OUR SERVICES: GENERAL ELECTRIC (R.K. SHARMA), HYSTER (G.A. VICE, E. KREILING), MCNALLY PITTSBURY (B. HALL), WORTHINGTON (B.P. RAAT), BANKERS TRUST (S.C. SAKSENA), GARDNER DENVER (R.K. EDWARDS), INTERVEST-CASTLE COOK (KIMUN LEE), GENERAL DIESEL (F.J. REIDY).

4. PER PARA 2 OF REF B REQUEST FOR LISTS OF U.S./LOCAL BUSINESS CONTACTS FOR JAKARTA VISIT, EMBASSY STILL WORKING ON LISTS OF TENTATIVE INVITEES TO FOUR GROUP MEETINGS DISCUSSED ABOVE AND WILL POUCH THESE LISTS AS SOON AS COMPLETED.

5. TENTATIVE SCHEDULE

MONDAY, SEPTEMBER 6:

1205 TEAM ARRIVAL

1930 AMBASSADOR'S LABOR DAY RECEPTION

TUESDAY, SEPTEMBER 7:

0800 AMCHAM BREAKFAST

1000 GROUP MEETING WITH EMBASSY E/CM STAFF AND CCAG

1100 DEBRIEF INDIVIDUAL E/CM STAFF

1200 LUNCH WITH U.S. BANKERS GROUP

1500 DEBRIEF INDIVIDUAL E/CM STAFF

1900 DINNER WITH U.S. TRADING/SALES REPS

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WEDNESDAY, SEPTEMBER 8:

0730 DEBRIEF INDIVIDUAL E/CM STAFF

1200 LUNCH WITH U.S. ENGINEERS/CONSULTANTS

1500 DEBRIEF INDIVIDUAL E/CM STAFF

1800 DINNER WITH INDONESIAN TRADING CO./AGENTS

THURSDAY, SEPTEMBER 9

0810 TEAM DEPARTS.

6. REC (C) JUST RECEIVED. EMBASSY WILL ARRANGE HOTEL  
RESERVATIONS AT ARYADUTA HYATT FOR JAKARTA VISIT.

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 27 AUG 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
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**Reference:** 76 STATE 194260, 76 STATE 206987, 76 STATE 212163  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morandr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 05 MAR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <05 MAR 2004 by ReddocGW>; APPROVED <28 JAN 2005 by morandr>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** STATE-COMMERCE EVALUATION OF COMMERCIAL FUNCTIONS  
**TAGS:** ASIG  
**To:** STATE  
SINGAPORE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006